December 1959

PERSONAL DATA:

NAME: Emilio A. Rodriguez AGE: 32 years.
DATE OF BIRTH: January 27, 1928.

PRESENT ADDRESS: Edificio FOCSA, Apt. 23-L, Calles 17 & M, Vedado, Habana, Cuba.

NATIONALITY: American. PLACE OF BIRTH: Havana, Cuba.

SOCIAL SECURITY NO.: 438-42-7817 SELECTIVE SERVICE NO.: 16-45-28-53

MARITAL STATUS: Married (11-1/2 years) CHILDREN: 3 boys, 1 girl.

EDUCATION: Colegio De La Salle, Havana, Cuba
Alcee Fortier High School, New Orleans, La.
Tulane University, New Orleans, La.

DEGREES: Bachelor of Science, Master of Arts.

UNDERGRADUATE WORK: Scientific-Medicine Program, majoring in Psychology and minoring in Biology and Chemistry.

GRADUATE WORK: The Humanities, majoring in Linguistics and Literature. (Lacking 1 more year to complete work on my Ph. D.)

HONORARY MENTIONS: Phi Kappa Chapter of Phi Sigma Iota National Honor Society. All graduate work done under scholarships and fellowships provided by Tulane University and the State of Louisiana.

CAMPUS ACTIVITIES: Phi Kappa Sigma, Phi Iota Alpha; Pan-American Club, International Club, Flying Club, American Association of Teachers of Spanish and Portuguese.

PLACEMENT TESTS: Graduate Record Examination --
Advanced Test Score: 670 (Upper 5% of National Average).
U. S. Civil Service Commission --
Military Intelligence Research Specialist: Grade GS-7
Intelligence Research Specialist: Grade GS-7
Foreign Affairs Officer: Grade GS-7

LANGUAGES: Conversation: English, Spanish, Portuguese (poor).
Reading: English, Spanish, Portuguese.
Writing: English, Spanish, Portuguese (poor).
Working knowledge of: French, Italian.

CHARACTER REFERENCES:

Mr. David L. White, 512 Walnut St., New Orleans, La.
Mr. Perry M. Arthur, 9620 Thanksgiving Drive, Perrine, Fla.
Mr. Lee T. Wolf, 420 Park Ave., Swarthmore, Pa.
Mr. Clarence Zehnder, Edificio FOCSA, Apt. 28-J, Calle 17 & M, Habana, Cuba.
Miss Dorothy Maness, 2722 Palmer Ave., New Orleans, La.
[illegible]

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WORKING EXPERIENCE:

U.S.A. - 1948-1954:

Gas Refrigerating Co., New Orleans, La. -- Sales Counselor.
Cardiovascular Research Laboratory, Tulane School of Medicine, New Orleans, La. -- Research Technician.
Middle America Research Institute, Tulane University, New Orleans La. -- Assistant Librarian.
Touro Infirmary, New Orleans, La. -- Medical Technician.
Berlitz School of Languages, New Orleans, La. -- Professor.
Tulane University, Spanish Department, New Orleans, La. -- Teaching Fellow.

(Most of the above positions were held principally for the purpose of providing additional income while doing Graduate Work at Tulane University)

HAVANA, CUBA - 1954-1960. Branch Sales Office for the following:

Appleton Electric Co., Chicago, Ill. -- Asst. District Manager.
Arrow-Hart & Hegeman Electric Co., Hartford, Conn. -- Idem.
Century Electric Co., St. Louis, Mo. -- Idem.
Hubbard and Company, Chicago, Ill. -- Idem.
Hubbard Aluminum Products Co., Pittsburgh, Penn. -- Idem.
The Okonite Company, Passaic, N.J. -- Idem.

This is a combined Havana District Sales Office, handling the individual business of each of the above companies in this territory, and representing their interests in Cuba.

PRESENT POSITION AND DUTIES:

Since April 1954 I have been working as Assistant District Manager of the Havana District Sales Office for the above described companies. In this capacity I have been directly responsible for all business operations of these companies throughout the territory of Cuba. It has been my duty to promote the sale in Cuba of all items manufactured by said companies; organizing representation in the main cities; appoint distributors; assist in collection of accounts when necessary; direct the servicing of their products in case of operating difficulties; supervise the handling of all of their export-import shipments; study the market conditions and trends, analyze competitive situations and advise the factories accordingly; cooperate with and advise local distributors in their sales promotion programs and assist with important accounts and contracts; to counsel Management in sales policy and procedures in this territory; and to protect in every way possible the interests in Cuba of the above mentioned American manufacturers.

RESUME:

Due to the economic and political situation prevailing in Cuba, and present restrictions on imported goods, I am considering the advisability of making a change whereby I can improve my present standing and future potentialities in accordance with my educational qualifications and proven experiences. I am only interested in working direct for an American Company, either at home or abroad, with a starting base salary of about $12,000 a year.

40/PJ